

MASTER OF SCIENCE

HOSPITALITY AND TOURISM MANAGEMENT

Dual degree

A.A. 2020 - 2021



AGENDA

- Why a career in tourism?
- Why to study tourism at IULM University?
- M.Sc. of Hospitality & Tourism Management dual degree
 - Course structure
 - Programme
 - Hands-on approach
 - Stage & Placement
 - Admissions



WHY A CAREER IN TOURISM?



■ TOURISM

TOURISM IS ONE OF THE FASTEST GROWING ECONOMIC SECTORS IN THE WORLD AND A KEY DRIVER FOR SOCIO-ECONOMIC PROGRESS



International tourist arrivals worldwide

from **25 million** in 1950 to **1.4 billion** in 2018



International tourism receipts

from **2 billion** in 1950 to **1.5 trillion** in 2018



Exports

7% of global exports3° largest export category after chemicals and fuels

1° export category in many developing countries



Jobs

10% Tourism employment worldwide

319 million jobs in tourism worldwide



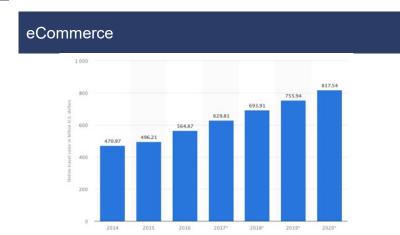
Economy

Economic and employment benefits even in related sectors: constructions, agriculture, retail, food, services, telecommunications



TOURISM

TOURISM IS A HIGHLY INNOVATIVE AND DIVERSIFIED INDUSTRY



Digital platforms, Big data and IoT











New markets (International tourist arrivals, 2018 (% share)



Source: UNWTO, 2019

New tourism: Wine&Food; Made in Italy; Architecture





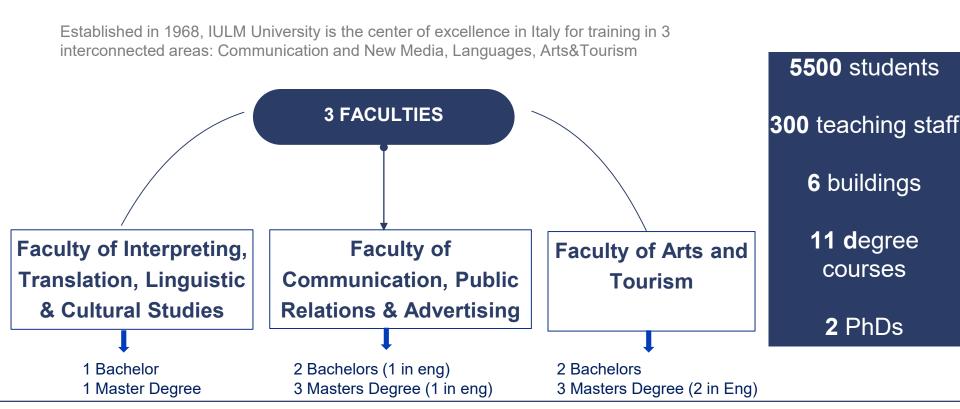


WHY TO STUDY TOURISM AT IULM UNIVERSITY?





1. A MULTIDISCIPLINARY ENVIRONMENT IDEAL FOR TOURISM STUDIES





2. A LEADING UNIVERSITY FOR TOURISM STUDIES

BACHELOR'S DEGREE PROGRAM (3 years)

Tourism, Management and Territory

First bachelor's degree in Tourism in Italy (after 3+2 reform) (2003)

PROFESSIONAL MASTER (1 year)

Master in International Tourism & Hospitality (MITH)

First university master in Italy conducted in English (2004)

MASTER'S DEGREE (2 years)

Hospitality & Tourism Management

Dual degree with:

- University of Central Florida
- · Université Grenoble Alpes

First master's degree program in Italy with a double degree in partnership with a Hospitality School (2016)

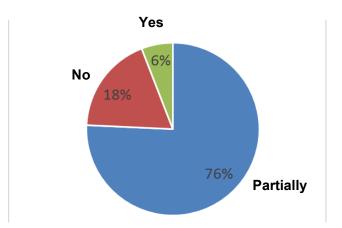


■ 3. AN ONGOING ENGAGEMENT WITH PARTNER COMPANIES/ 1

The current educational offer in Italy does not meet the needs of students and employers

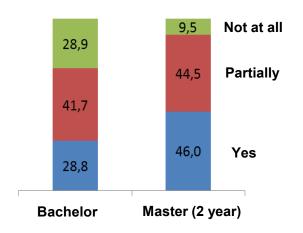
FIRMS JUDGMENT

Are the skills available on the market in line with the firms' needs?



Source: Survey IULM 2019 - 167 hotel in Italy

STUDENTS' JUDGMENT Are the skills acquired during your university courses in line with your job?



Source: IULM, 2019 - on data Almalaurea



■ 3. AN ONGOING ENGAGEMENT WITH PARTNER COMPANIES/ 2

1. Joint development of new contents and programs for sought-after roles and skills

2. Permanent observatory to monitor the needs of the tourism companies in Italy







3. AN ONGOING ENGAGEMENT WITH PARTNER COMPANIES/3

- +500 companies actively involved in learning projects and job placement
- + 50 business plans and field projects financed and implemented by partner companies

Transport & cruise











MICE and event management















Hospitality













Jumeirah





Online travel & digital marketing













Tour operator and travel agencies

















Food, fashion & design, luxury, art and culture















Master of Science HOSPITALITY & TOURISM MANAGEMENT

- dual degree -

COURSE STRUCTURE



OBJECTIVES



Transfer of knowledge and skills in line with hospitality and tourism companies' expectations



Stimulate a critical and active learning mix, oriented to the direct application, during classes, of models and tools coming from real business contexts and territories



Propose a wide overview of the tourism system and its development trends for a better understanding of the interconnections between the tourism industrie and related sectors (food, fashion & design, luxury, art and cultural heritage)



Offer 3 paths of specialization in 2 languages in 2 top schools at international level



LM HTM: SPECIALIZATION PATHS

I year: 60 CFU



II year: path 1 – 60 CFU

Specialization in Innovation, Creativity and Tourism



L.M. HOSPITALITY AND TOURISM MANAGEMENT (HTM)

II year: path 2 – 60 CFU

Specialization in Hospitality & Tourism Management



UNIVERSITY OF CENTRAL FLORIDA

DUAL DEGREE:

L.M. HTM + M.SC. IN HOSPITALITY AND TOURISM MANAGEMENT

II year: path 3 – 60 CFU

Specialization in Innovation et Territoire
UGA, Grenoble (France)



DUAL DEGREE:

L.M. HTM + M. INNOVATION ET TERRITOIRE



■ PATH 1: IULM UNIVERSITY, Milan / 1





SPECIALIZATION IN INNOVATION, CREATIVITY AND TOURISM:

focus on made in Italy, creative industries, luxury brand management and cultural tourism.



■ PATH 1: IULM UNIVERSITY, Milan / 2

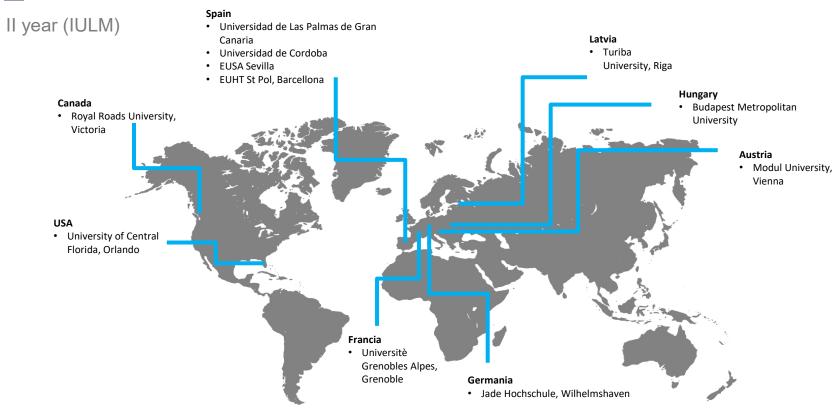




A second year dedicated to understand the new trends in creative tourism with courses specifically dedicated to the design and management of innovative services and products linked to culture, fashion and Made in Italy.

Students will also learn more about business startup in tourism and will have the possibility to spend a period abroad or in one of the partner universities with further specialization in events, wellness, hospitality, sustainable tourism and much more or to experience an internship.

■ PATH 1: PARTNER UNIVERSITIES FOR A SEMESTER ABROAD





■ PATH 1: STUDY ABROAD





■ PATH 2: UNIVERSITY OF CENTRAL FLORIDA Orlando / 1





SPECIALIZATION IN HOSPITALITY AND TOURISM MANAGEMENT:

focus on hospitality, event & entertainment



PATH 2: UNIVERSITY OF CENTRAL FLORIDA Orlando / 2

12 COLLEGES

- 1. Arts and Humanities
- 2. Business Administration
- 3. Education
- 4. Engineering and Computer Sciences
- 5. Health and Public Affairs
- 6. Medicine
- 7. Nursing
- 8. Optics and Photonics
- 9. <u>Interdisciplinary Studies</u>
- 10. Sciences
- **11. Honors**
- 12. Hospitality Management



2nd university in USA for # of students

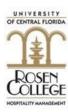
1.890 professors

210+ courses

550 student organisations and clubs

ROSEN COLLEGE OF HOSPITALITY MANAGEMENT

- · 4 Bachelor's and Master's Degrees
- 2 Professional Courses
- · 2 Graduate Certificates
- 1 PhD
- 3,000 foreign students
- 5th School of Tourism & Hospitality in the world





■ PATH 2: UNIVERSITY OF CENTRAL FLORIDA Orlando / 3

ROSEN COLLEGE OF HOSPITALITY MANAGEMENT





■ PATH 2: UNIVERSITY OF CENTRAL FLORIDA Orlando / 4

ROSEN COLLEGE OF HOSPITALITY MANAGEMENT





UNIVERSITY OF CENTRAL FLORIDA

https://www.youtube.com/watch?time_continue=5&v=zFZxJzd9BTohttps://www.youtube.com/watch?v=tKHcPWXuTP8



■ PATH 3: UNIVERSITÉ GRENOBLE ALPES / 1





Master Géographie, aménagement, environnement, développement Parcours Innovation et territoire (ITER)

SPECIALIZATION IN INNOVATION ET TERRITOIRE:

Focus on creativity and sustainable development



■ PATH 3: UNIVERSITÉ GRENOBLE ALPES / 2

The Université Grenoble Alpes, created by the merger of three former universities (Joseph Fourier, Pierre Mendès-France and Stendhal) and strongly linked to its territory, is the fifth largest university in France for number of students

7 research and training units

APS (activités physiques et sportives)

IM2AG (informatique, mathématiques et mathématiques appliquées)

PhITEM (physique, ingénierie, Terre, environnement, mécanique)

IGA (Médecine et Pharmacie, Chimie-Biologie, Géographie)



- 5th University in France for # of students
- 24 faculties
- 5500 administrative staff
- 80 laboratories

INSTITUTE DE GEOGRAPHIE ALPINE



- 4 Bachelor's Degrees
- 7 Master's Degrees
- 2 PhDs

https://www.youtube.com/watch?v=uIH6oz8SIA8



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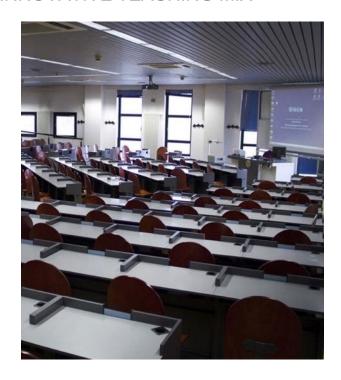
- dual degree -

PROGRAMME



■ LEARNING MIX

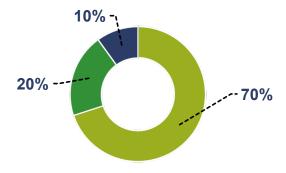
AN INNOVATIVE TEACHING MIX



10% Distance learning

20% Classroom lessons

70% Case studies, exercises and training on-the-job



■ FACULTY/COURSES - 1yr (AY 2019/2020)



Prof. Anna Luigia De Simone **IULM University**



Prof. Renato Boccali **IULM University**



TOURISM Prof. Nicola Bellini Scuola Superiore di S Anna



Prof. Elena Castagnino Berlinghieri **IULM University**



Prof. Ruggero Sainaghi **IULM University**



Prof. Marco Maggioli **IULM University**

ERRITORY

AND

SUSTAINABIL

TING



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- AND

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COUNTING

Prof. Florent Cholat Université de Grenoble Alpes



Prof. Armando Peres IULM University



MARKE Prof. Valeryia Shapoval ¹ University of Central Florida



Prof. Martha Friel **IULM University**



Prof. Manuela De Carlo **IULM University**



Prof. Kevin Murphy University of Central Florida



Prof. Stefano Draghi I **IULM University**



Prof. Andrea Riganti ! Università degli Studi di Milano



SOH

Ū

Prof. Mirko Lalli Founder and CEO di Travel Appeal



Prof. Raffaele Filieri Audencia Business

School



Prof. Giuliana Garzone **IULM University**



Prof. Anna Re **IULM University**



Prof. Luca Quaratino **IULM University**



■ FACULTY/COURSES - 2yr (AY 2019/2020)



Prof. Bruno Sfogliarini **IULM University**



Prof. Raffele Filieri Audencia Business School



Prof. Emanuele Mele Università della Svizzera Italiana

Prof. Angelo Miglietta

IULM University



COMPE

STRATEGIES

Prof. Monica Morazzoni **IULM University**



Prof. Valeria Pecorelli Università Milano Bicocca



Prof. Raffaella Bossi Fornarini Communication expert



Prof. Anna Re **IULM University**



Prof. Stefania Bertolini **IULM University**



OPTIONAL COURSES

FORMATION

DESIGN

VENTS

IO

Prof. Luciano Scauri Revenue Management expert



Prof. Michele Mauri Politecnico di Milano



Prof. Robert Govers Place Branding expert



CROSS CULTURAL

OMMUNICATION (II)

CREATIVITY AND

i 🗆

ESIGN

Prof. Ileana Stigliani Imperial College

Prof. Yesim Tonga

Uriarte

IMT



Prof. Emilio Mazza **IULM University**

CITIZENSHIF



Prof. Martha Friel **IULM University**



CURRICULUM

Year I (IULM)

Managing hospitality and guest service organizations

Marketing strategies in hospitality and tourism

Critical issues in hospitality human resources

Accounting and financial management

Cultural heritage, arts and tourism

Innovation for sustainable tourism development

Communication skills: English for business

+ Distance Learning

Year II (IULM)

Data management and business analytics for tourism

Creativity and design for tourism policies and services

New business development in tourism

Multicultural communication

Internship/Field Project

Optional courses

Year II (UCF)

Data analysis in hospitality and tourism research

Hospitality and tourism strategic issues

Feasibility studies for the hospitality / tourism enterprises

Communication skills

Internship

Optional courses

Year II (UGA)

Introduction à l'innovation économique sociale et territoriale

Innovation, art et créativité territoriale

Innovation, tourisme, nature et loisirs

Communication skills

Internship

Optional courses



OPTIONAL COURSES

II year (UCF)

- International Tourism Management
- Tourism Industry Analysis
- Principles of Destination Marketing and Management
- Research Methods in Hospitality and Tourism
- Hospitality/Tourism Information Technology
- Hospitality/Tourism Industry Brand Management
- Feasibility Studies for the Hospitality/Tourism Enterprises
- Advanced Training and Development in the Hosp. Ind.

- Mega-Events
- The Management of Lodging Operations Advanced
- Vacation Ownership Resort Sales Management
- Vacation Ownership Resort Planning
- Event Administration
- Convention and Conference Sales and Services
- Management of Food Service Operations
- · Case Studies in Restaurant Management



OPTIONAL COURSES

II year (UGA)

- Innovation et gouvernance
- Innovation, environnement nature et développement soutenable
- Innovation, santé, dépendance, vulnérabilité, service et territoire
- Méthodologie du mémoire et design collectif
- UE Innovation métropolisation et territoires émergents
- Atelier innovation, participation, expérimentations et créativité territoriale
- Innovation, communication et design des politiques publiques

- Innovation et prospective
- Innovation, imaginaires, planifications et utopies
- Innovation et inscription de la nature dans les territoires
- Innovation et émergences des territoires numériques et intelligents
- Innovation, marges et géographie critique
- Innovation, qualité et bien-être territoriale
- Citoyenneté augmenté et nouvelles mobilisations territoriales



OPTIONAL COURSES

II year (IULM)

- Corporate Social Responsibility and Sustainability
- Information Design and Data Visualization
- Design thinking for business
- Event management
- Revenue management
- Place image, identity, brand
- Citizenship, travel, and relativism
- Visual Narratives for Business*
- Creative Leadership*





^{*}Courses activated in colalboration with the Master Course in Strategic Communication

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HANDS ON APPROACH



■ HANDS-ON APPROACH

- JOB LAB
- COMPANY VISIT
- STUDENT CHALLENGE
- FIELD PROJECT
- WORKSHOP & SEMINARS









■ JOB LAB ACCOR



Job Lab Customer Centric Management with Accor

Working with the Talent & Culture
Learning & Development Director
and the Academie Accor Director to
make a promotional video that
interprets the Accor's values

HEARTIST* KEY ELEMENTS OF OUR STORY

DESIRED GUEST EXPERIENCE

WHAT DO WE WANT OUR GUESTS TO EXPERIENCE?

- J feel welcome
- > I feel heart warmed
- > I feel incredible
- > I belong

WAY OF BEING

THE WAY ALL HEARTISTS® ARE
WHEN THEY BRING THE DESIRED GUEST
EXPERIENCE TO LIFE

Each and every one of us, whether we interact with the guests directly or not, impact the overall guest experience.

- → Being there
- → Loving
- > Spotlighting
- > Cherishing

OPTIMAL EMPLOYEE EXPERIENCE

THE WAY WE WANT ALL HEARTISTS*

Our optimal employee experience is what we feel at work, no matter when or where we are We want to become our own raving fans!

We do this by creating what we great!

- > I feel valued
- > I feel free
- J feel sparked
- > We are one

https://www.youtube.com/watch?v=vY5vEiKEDD8



COMPANY VISITS



Company visit at Hotel Principe di Savoia Milano

A day at the <u>Dorchester Collection - Principe</u> <u>di Savoia</u> in Milan to experience and understand the values and the vision of a leading brand in luxury hospitality, and learn about its best practices in service innovation and marketing strategies.

)(Dorchester Collection



■ STUDENT CHALLENGES



In April 2019 IULM students
won the
UCF
ANNUAL ENTREPRENEURSHIP
COMPETITION

\$2,500 prize!





■ FIELD PROJECT



Prof. Quaratino LABORATORY *«Infinito Gusto»*

Project developed for "Infinito Gusto", 'deli' shop selling sandwiches, home-made salty and sweet snacks and 'gourmet ready meals' in the center of the city of Verona.

Development of an attractive 'concept' with a new sign, logo and claim to attract more customers with a specific focus on Verona tourism market.



WORKSHOPS & SEMINARS

openfactory

«Openfactory»

During the "Competitive Strategies for the Tourism Industries" course, students confronted themselves with new tourism trends such as Industrial tourism and visits to production plants.

After a seminar held by Italypost, the organizing company of Openfactory, the most important opening of industrial tourism in Italy, students were engaged in a workshop to design new experiences and services to better welcome visitors for two leading Made in Italy companies.





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STAGE & PLACEMENT



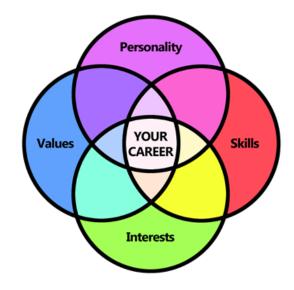
JOB FITNESS CENTER

Job Fitness Center is a project organized by the Career Service and Corporate Relationship office and is a path designed to:

- recognize, investigate and train one's attitudes and propensities;
- promote self-awareness by stimulating self-development actions;
- reflect on one's own distinctive behaviors.

The assessment process will allow each student to receive a behavioral guidance map (a document / card that outlines the individual behavioral profile with evidence of potential areas on which he / she wants and can invest), which can be attached to his / her curriculum vitae.

After the assessment is also organized a path on social skills.





JOB DAY e JOB SEMINAR

The IULM University periodically organizes, in collaboration with companies, organizations or professional studios, events such as **Job Days**, **Job Seminars** which are 'tailor-made' to suit company needs. These type of events are structured in the following manner:

- Presentation of the guest company
- Company case study
- Q&A session with the students and opportunity for interested students to hand-in their CV

GUEST COMPANIES

























■ INTERNSHIPS

STUDENTS FROM THE
2017/2018 EDITION HAVE
BEEN HIRED BEFORE THEIR
GRADUATION IN THE US BY
LEADING COMPANIES IN
THE HOSPITALITY AND
TOURISM SECTOR





■ INTERNSHIPS



CLAUDIO DE BENEDETTO

Design of luxury tour packages at Ego Privè a Viaggidea brand.



Milano



BEATRICE ARNONE

Relationship
Department.
Activities for
identifying
customer needs.



Roma



GIULIO DEL GIUDICE

Assistance to event
design and
development in the
framework of the
Italian participation to
Expo 2020 Dubai





Dubai



CARLOTTA VASCONI

Guest Service Representative. Sheraton Hotels & Resorts



Boston



ANNA CARLOTTA BONONI

Guest Relations



Barcelona



ETHER STELLA

Front desk agent



Orlando



PROFESSIONAL PROFILES

CAREER OPPORTUNITIES FOR GRADUATES

Experience design & destination management

- · Destination Manager / Head of DMO
- Manager of regional marketing projects for local authorities / destinations
- Manager of tourism divisions in international organizations

Hospitality management

- Hotel manager
- Revenue manager

MICE and event management

- Event manager
- Convention bureau manager
- Meeting and congress manager

Online travel & digital marketing

- · CRM manager
- Social media manager
- E-distribution and e-commerce manager
- · Digital Marketing Manager

Commercial managers in tourism

- Marketing & communication manager
- Business development manager
- Sales & International Sales manager
- Country manager
- PR and corporate communication manager for toueism businesss
- · Product/Destination manager

Food, fashion & design, luxury, art and culture

- · Event manager
- · Local network manager
- · Company tourism services manager
- · Experience Designer



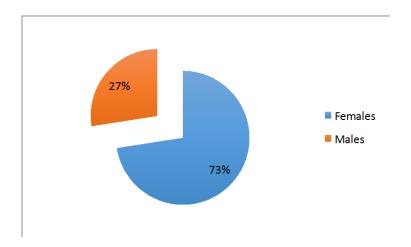
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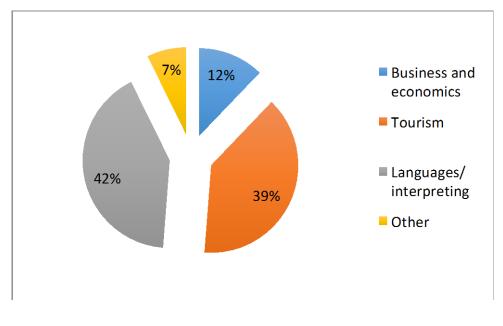
ADMISSION



■ THE 2019/2020 CLASS: BACKGROUND AND COMPOSITION



46 STUDENTS; 38 ITALIANS 9 INTERNATIONAL STUDENTS FROM: POLAND (1); BELGIUM (1); HUNGARY (1); UKRAINE (1); IRAN (3); US (1); INDIA (1)





ADMISSION REQUIREMENTS

I year (IULM)

- Bachelor's degree in any discipline
- Admission is based on a test of general knowledge as well as English language competence at B2 level

II year (UCF)

- Bachelor's degree in any discipline with a minimum GPA of 3.0 on a base of 4.0
- English proficiency: TOEFL min. score 220 (computer based) or 80 (internet based) or IELTS min. score 6.5
- Minimum first year grade point average 26.5/30

II year (UGA)

- Bachelor's degree in any discipline
- French proficiency: TCF (TCF)
 Level 4 (advanced intermediate)
 or Level 3 (intermediate) with a
 minimum score of 300 in the
 oral comprehension test



ADMISSION TESTS

<u>Internal graduates and undergraduates</u>: applicants must demonstrate knowledge of English no lower than level B2 by taking the Oxford University Press test (applicants with B2 international certification obtained within the last two years, will be exempt from the Oxford University Press test.)

<u>Graduates and undergraduates from other IULM courses and other Universities</u>: applicants must take an admissions test in English (English level assessment - at least level B2 - using the Oxford University Press test).

Applicants who pass the English level test will take the following tests on the same day:

- written test in English comprising open-ended and closed-ended questions, aimed at assessing logical, critical and verbal reasoning skills, as well as testing basic knowledge regarding the disciplinary field of the degree course;
- oral test to assess motivation and attitude.

Foreign graduates:

Applicants must take a distance admission test, on dates agreed upon with the Students Office.

The test comprises:

- verification of English language competence at no lower than level B2 by taking the Oxford University Press test.
- assessment of motivation and personal aptitude by uploading onto the platform provided by the University, the texts and videos related to the questions provided.



■ TUITION FEES

I year (IULM)

Italian students:

from € 4,400 to € 9,800 (5 income-based brackets)

International students: € 9,800

II year (IULM)

Italian students:

from € 4,400 to € 9,800 (5 income-based brackets)

International students: € 9,800

II year (UCF)

€ 18,000

Students will receive a stipend of \$ 10000 for living expenses in USA

II year (UGA)

€ 3,520



SCHOLARSHIPS

I and II year (IULM)

Tuition fee reductions may be granted by IULM University, based on merit.

Funding opportunities through scholarships for Italian studentes are available at the link:

https://www.iulm.it/wps/wcm/connec t/iulmit/iulm-it/studiare-allaiulm/diritto-allo-studio

Opportunities for international students at this link:

http://www.iulm.com/wps/wcm/connect/iulmcom/iulm-com/Study-at-IULM/Tuition+and+fees

II year (UCF)

Students will receive a **stipend of \$ 10,000** for living expenses in USA





DEADLINES

I year (IULM)

Pre-enrollment

November 2020

II year (UCF)

Pre-enrollment

Mid-January 2021

II year (UGA)

Pre-enrollment

January/March 2021



ADMISSION TEST:

1st session: 2 March 2020 at 14.30 2nd session: 20 April 2020 at 14.30

3rd session: 8 June 2020 at 14.30 (only if places still available or only for non-EU students).

4th session: 7 September 2020 at 14.30 (only if places still available or only for non-EU students).



■ CONTACTS



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